

# **Preliminary Profiling of Prospective Fundors**

## **Private Funding Research Tips**

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prepared by

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The tasks of looking for funding and writing a grant proposal for your project can seem very intimidating, especially if you have never done either one. But it does not have to be that way. While there is no way to bypass either task, there are some things you can do to make them easier. It's all in the preparation and homework.

This primer will outline one way to go about preliminary research of private funding sources. Public (federal and state) sources are easier to identify because the TDH Funding Information Center regularly compiles the information and mails out *Funding Alerts* as funding opportunities are opened throughout the year. Private sources are more difficult to research because of the sheer number of philanthropic foundations and corporations (more than 45,000 in the United States) and the fact that the majority do not solicit proposals. This preliminary research will form the base for and give direction to your funding search. Three steps are discussed:

- ◆ outlining the project;
- ◆ finding possible funders; and
- ◆ narrowing the field (prospect matrix)

The goal of the three steps outlined in this primer is to match your project and funding needs as closely as possible with the funding ideology of foundations/corporations in order to increase the likelihood of being funded. After all, getting funded is the object of the game. STEP 1, outlining the project is the most difficult of the three steps. It forces you to think about what you are really trying to do with the project and what your real needs are. Without this first step, you risk mismatching your needs with foundations and overlooking foundations that would have been good selections. STEP 2, finding a preliminary list of possible funders, is the easiest step. STEP 3, developing a prospect matrix, is the most time consuming of the steps, but it is also the most important because it allows you to get to know the foundations better. The more informed you are about a potential funder, the greater your chances of getting funded.



## **STEP 1 - Outlining the Project**

As we all know, the hardest and most time consuming part of ANY project is the planning and preparation phase. The same goes for grant seeking. Before you begin your search for potential funders, you must know every possible nuance of your project- the who, what, when, where and how much. All answers need to be as specific as possible because they may increase the number of prospective funders you have to choose from and will determine the types of funds you need and the subject areas that need to be addressed. The answers will also come in handy when it comes time to write an actual grant proposal.

It is not enough to say “We want to provide after-school services to youth.” You need to be able to say who “we” are, what kind of services, to what youth, where, and why. You should answer every possible question that may be generated by that initial statement. The following questions should help you develop a better picture of what it is you want to do.

**WHO?** Who will provide the services? Are you collaborating with other groups? If so, who is doing what? Are you sharing staff? Who will benefit from the services, directly and indirectly? What ages and ethnic groups do you want to reach? Who is willing to fund you now? Who has funded you in the past?

**WHAT?** What need are you trying to fill? What services will you provide? Is this a new service or an expansion of current services? Are these services currently provided by others? Will you have to expand the current staff to provide the services? What services will you refer clients to, if any? Do you need to provide transportation or housing? Do you need to provide educational and support materials?

**WHEN?** When do you want to start providing or expand services? What will be the service hours? For what period do you want funding?

**WHERE?** Where will the services be provided? In what areas of town or state? Do you have a building/location? Do you need to renovate? Do you need to buy land? Do you need to build? Do you need equipment (and what types) to furnish the facility? Are you sharing a facility? If so, who is responsible for what?

**HOW MUCH?** How much will the project cost? How much of the needed funds/items can be or have been donated? Are there start up costs? What are the ongoing costs?

Trying to research funders without asking these questions is a bit like wandering aimlessly through a forest, knowing where you want to go but not knowing where you are in relation to your destination. You know you should be looking for a landmark but you do not know what it is or what it is close to.

You have now determined the types of funding needed, the types of services to be offered, and your target populations. These variables or criteria will come in handy as we move to the next steps-- finding funders and narrowing the field.

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## **STEP 2 - Finding Possible Funders**

So you have decided that you want to form a nonprofit organization to serve youth (aged 11-18) during after-school hours in efforts to prevent delinquency in an area of town where no services are currently offered but there is community interest. The services/programs provided will include mentoring and counseling, substance abuse prevention/education, recreation, tutoring, and involvement in community affairs. The youth that will benefit from these services live in the immediate community and include all ethnic groups, the economically disadvantaged, the homeless, and those that have no where to go when they leave school.

Based on your answers to the questions in STEP 1, you can now choose what criteria you will use to select potential funders. The TDH Funding Information Center recommends starting with a broad topic to generate a list of possible funders and using that list to create smaller lists for specific needs based on different criteria. Narrowing the list for specific needs will be discussed more in STEP 3 - Narrowing the Field.

The broad topic for this endeavor is “youth.” Your job now is to get a listing of foundations and/or corporations that give for youth projects in your area. It is a good idea to restrict the first listing geographically, that way you are not wasting your time looking at foundations that give only in Washington state when you need foundations that give to Texas.

### ***Where can you find the resources?***

Most of the resources may be found at public and university libraries, the TDH Funding Information Center, and at any of the 16 cooperating collections of the Foundation Center (see page 18.) The major foundation directories are published by the Foundation Center and the TAFT Group. Both publish information in print form and in electronic form- online and/or CD-ROM versions.

The Foundation Center's main publications include *The Foundation Directory*, *The Foundation Directory Part 2*, *The Foundation Directory Supplement*, *The Foundation Grants Index*, and the *Guide to U. S. Foundations, Their Trustees, Officers, and Donors*. A number of other publications are derived from these main titles. Access to the Foundation Center's databases is available online through the Foundation Center website and in CD-ROM format. The online databases and CD-ROM (*FC Search: The Foundation Center's Database on CD-ROM*) list information on thousands of foundations including recent grants. All of the Texas cooperating collections (see page 18) have access to the CD-ROM version of the database.

The TAFT Group publishes *The Foundation Reporter* and *The Corporate Giving Directory* and a number of derivative titles. The TAFT Group also produces a CD-ROM called *Prospector's Choice* which is available at the TDH Funding Information Center. Other CD-ROM products are also available from the TAFT group.

In addition to these national publications, there are several Texas publications to be aware of: *The Directory of Texas Foundations* (Nonprofit Resource Center of Texas, San Antonio), *Directory of Tarrant County Grantmakers* (Funding Information Center of Fort Worth), and the *Directory of Dallas County Foundations* (Grants Information Service, Dallas Public Library). Information on other resources may be found in the TDH Funding Information Center compilation, "The Search for Public Health Funding: De-Mystifying the Process." Copies of the compilation are available from the FIC.

### ***How to search?***

The easiest way to get a list of funders in your subject area is to use the CD-ROMs, but it can be done manually using the directory indices. There are six types of indices in *The Foundation Directory*- donors, officers, trustees, geographic, international giving, types of support, subject, and foundation name. The TAFT Group indexes their publications by state, grant recipient location, grant type, recipient organization type, subject, donors, application deadlines, donors, and officers and directors. The information is the same in each format but the ease of finding the information differs.

Using the directories is more time consuming and will require a bit of flipping back and forth between pages and books if you want to combine subjects, such as substance abuse and youth. With the CD-ROM, you don't have to worry about what book to look in, you can create your own reference materials tailored just for you. The staff at the cooperating collections will be very happy to instruct you on using the directories and the CD-ROM.

Begin constructing a list using the subject and geographic indices in the directories or use the CD-ROMs. The *FC Search* CD-ROM makes it very easy to limit your search and add variables as needed to produce a list of possible funders. You can start your search by entering a broad term(s) or “field of interest” and limiting it by geographic focus (Texas or nationally). Using the CD-ROMs, it is possible to get as narrow as you want, all the way down to dollar amounts. It will accept subject headings or text words. If you want to see a list of subject headings, simply hit the index button.

The TDH Funding Information Center has taken the time to prepare “canned” searches in different subject areas. The topics are very broad and the listings are only of those foundations/corporations that give to Texas or nationally (in some cases it is Texas only). The lists are available for check out just like any of the circulating books in our collection. Please contact the FIC for more information. The following subjects are currently available: AIDS/housing, hospital projects, emergency services, school health; and rural development. More searches will become available throughout the year. Other topics available in the past included: hospices/nursing homes, disabilities, children’s health, aged/elderly, mental health, women’s health, volunteerism, and rural health. The FIC will announce new searches as they become available. FIC clients can also request customized searches.

### ***What’s next?***

Now you have a very preliminary list of foundations that give or have given to projects in your subject area and geographic region. This is just the starting point on a long journey of prospect research. Your next job is to go through each foundation/corporation and match your needs with the foundation’s mission. This will entail making more lists, taking notes, collecting information, and keeping files. In the next step, STEP 3, we will discuss narrowing this first list down to the potential funders that give for your specific needs using a prospect matrix.



The questions in STEP 1 helped us come to the conclusion that our proposed project did not just “provide youth services,” but entailed providing services to youth (aged 11-18) during after-school hours in efforts to prevent delinquency in an area of town where no services are currently offered but there is community interest. The services/programs will include mentoring and counseling, substance abuse prevention/education, recreation, tutoring, and involvement in community affairs. The youth who will benefit from these services live in the immediate community and include all ethnic groups, the economically disadvantaged, the homeless, and those who have no where to go when they leave school. In STEP 2, we generated a list of funders based on a broad topic, “youth.” Using this information we will construct a matrix in STEP 3 that will be used to match foundations with our criteria.

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### **STEP 3 - Narrowing the Field (THE PROSPECT MATRIX)**

The expanded project description above makes it much easier to tailor a list of potential funders for this organization’s specific needs. The answers to the questions posed in STEP 1 will now be used to narrow the long list of “possibles” down to a few really good matches. Our criteria will be divided into three categories: services, target populations, and types of support. You can use any groupings or criteria you see fit. As you answer the questions, it will be apparent what your categories and criteria need to be.

For our example, our criteria are: (1) **Services** - mentoring, counseling, substance abuse, recreation, tutoring/education, delinquency, child welfare/abuse, community/neighborhood affairs; (2) **Target Populations** - minorities, economically disadvantaged, homeless; and (3) **Types of Support** - general/operating expenses, funds for printing/publications, program development funds, capital funds, building/renovation funds, matching funds, and seed money. You will notice that “youth” was not included under target populations; this is because it was used as the main topic in the original search. We know that every foundation on the list gives to youth projects in some capacity. Other criteria can include the size of the grants given by a foundation, application deadlines, whether or not you have information contacts in place, have they given to you in the past, have they given to similar projects, etc.



You will use these criteria to set up a table or prospect matrix. The matrix can be used over and over if you have several projects you want funded for the same organization. If you are looking for funding for several organizations with different needs, you will need to prepare a matrix for each one. The matrix allows you to quickly look at which foundations do what, so that you can concentrate your efforts on just those few that give for your current need.

### ***The Matrix***

The matrix is a simple table with a place for foundation names down one side and criteria across the top (Fig. 1 & Fig. 2). You can make your own or copy the form on page 11. Allison Supancic, Professional Librarian at the Hogg Foundation for Mental Health in Austin, uses a simple teacher's work sheet. The object is to find a form that allows you to mark what criteria each foundation meets or what it gives to. For example, if a foundation gives for delinquency prevention, substance abuse, seed money, and general/operating expenses, you will mark those columns (Fig. 3). This will be done for each foundation that passes the restrictions text. There's no science to creating a matrix. It's simply a task of matching foundations to your criteria to help you narrow the field and choose which foundations to concentrate your efforts on.

Criteria⇒																	
	Foundation Names⇓																
1																	1
2																	2
3																	3
4																	4
5																	5
6																	6
7																	7
8																	8
9																	9
10																	10
11																	11

**Fig. 1. Prospect matrix**

Services								Target Populations		Types of Support							
Child Welfare/Abuse	Community Affairs	Counseling	Delinquency Prev.	Mentoring	Recreation	Substance Abuse	Tutoring/Education	Eco. Disadvantaged	Homeless	Minorities	Capital	Bldg/Renovation	General/Operating	Matching	Program Dev.	Pubs/Print	Seed Money

Fig. 2. Search criteria placed in matrix.

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### *Restrictions Test*

As you browse through a search or list of foundations that give to your particular interests be sure to pay attention to any **restrictions** and/or **limitations**, such as **geographic focus, programs/activities, support limitations, operating/plant locations, and application information**. These sections are the first hurdles to jump when deciding to look further. If the foundation does not give in your particular area, to your particular type of program, the type of support you need, or only gives to pre-selected organizations, look no further. Move on to the next foundation on the list. If the foundation **does** meet these needs, it warrants another look.

Having said this, you do need to be careful not to throw out a potential funder using just what is written. Just because a criterion is **not** mentioned as an interest for the foundation does not mean they are not interested. Keep in mind that the subjects listed are taken from past tax forms on grants that were awarded at that time.

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	Child Welfare/Abuse	Community Affairs	Counseling	Delinquency Prev.	Mentoring	Recreation	Substance Abuse	Tutoring/Education	Eco. Disadvantaged	Homeless	Minorities	Capital	Bldg/Renovation	General/Operating	Matching	Program Dev.	Pubs/Print	Seed Money
1 Butler Mfg (MO)	X						X			X			X					1
2 Cabe (C. Louis & Mary C.) (AR)							X											2
3 Cain (Effie & Wofford) (Austin)	X				X		X	X	X	X	X	X	X	X	X		X	3
4 Camelot (IL)		X					X						X					4
5 Chilton Fdn Trust (Dallas)	X																	5
6 Clayton Fund (Houston)	X				X		X	X	X	X			X					6
7 Comerica (MI)							X			X	X	X	X	X	X			7
8 Cottrell (Dallas)							X			X								8
9 Dickson(Raymond)(Hallettsville)							X					X	X					9
10 Dougherty (James R.)(Beeville)						X	X		X	X	X	X	X					10
11 El Paso Energy (Houston)	X	X	X		X	X		X		X		X						11

**Fig. 3. Foundations profiled in matrix.**

The profile information in Fig. 3 is from the *FC Search* CD-ROM, v.2.1, c1998 and the following search profile was used: **(youth services or youth development, services) and Texas and not pre-selected**. You will notice in Fig. 3 that several foundations only meet one of the service criteria and several of the criteria are not matched by any foundation. This is okay because the foundation obviously passed the restrictions test. The fact that none or very few of our other criteria are indicated means we might want to look at other sources and listings such as a listing of grants this particular foundation has given. The grant listings will often give a brief description of the grants including the type, amount, and purpose. Other topics of interest not mentioned in the foundation description may be listed in their grant awards.

The Foundation Center and Taft Group produce publications listing selected grant awards. The Taft Group produces a separate CD-ROM of grants while the Foundation Center's grant information is included on the *FC Search* CD-ROM. As you look through different publications for information you may want to set up a symbol- or color-coded system so you can remember the different sources you have used. A different color/symbol would indicate the different sources of information. As you list the foundations, it's also a good idea to write down the city/state location (if not Texas).

### ***The Next Step***

You have now identified a list of potential funders. Your next step is **NOT** to run out and send proposals to everyone on the list, but to find out everything you possibly can about those organizations from friends, board members, other organizations, annual reports, application guidelines, newspaper articles, tax forms (990s), the organization's web site (if available), and the organization itself. The more information you can find the better. The information gathered from these sources will be more current than the information from the directories and funders want to see that you have done your homework and can tell when you have not. More information on particular foundations/corporations is available from the TDH Funding Information Center and any of the 16 Texas cooperating collections of the Foundation Center listed on pages 18-19.





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## Statewide Nonprofit Management Resources for Texas Organizations

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### Nonprofit Management Assistance Available Throughout Texas (reprinted from *Funding Watch*, Vol. 13 No. 4)

Fledgling and seasoned nonprofit organizations can tap into the Texas Nonprofit Management Assistance Network for that extra assistance and support. The Network consists of nonprofit management assistance programs throughout Texas that work together to coordinate the collection and dissemination of nonprofit management information and to share resources and training. Its goal is to “increase the management effectiveness of nonprofit organizations in Texas for the ultimate benefit of the people of Texas.” The concept was created by the Meadows Foundation, who established the first nonprofit management assistance program in Dallas in 1980. After that success, similar programs were funded throughout the state. Although the programs have similar missions and services, each operates independently. See page 14 for a listing of Texas Nonprofit Management Assistance Network Members as of June 2002.

To help nonprofit organizations, the Network provides seminars/workshops and management training and consulting services on a number of topics including board and staff development, fund-raising, grant writing, collaboration, strategic planning, budgeting, marketing, volunteer programs, and legal issues. Services are fee-based, usually on a sliding scale.

The TDH Funding Information Center regularly lists seminars and workshops offered by the centers in Austin, Dallas, Fort Worth and San Antonio. For information on workshops offered in or near your area, please contact the nonprofit support program in your area. A network listing is included on the following pages. For more information on the network, please contact Rose Mary Fry, Executive Director, Texas Nonprofit Management Assistance Network, Inc., 9901 IH-10 West, Suite 800, San Antonio, Texas, 78230, (210) 558-2845, Fax: (210) 558-4027, E-mail: [rmfry@texasnetwork.org](mailto:rmfry@texasnetwork.org) or [info@texasnetwork.org](mailto:info@texasnetwork.org).



## TEXAS NONPROFIT MANAGEMENT ASSISTANCE NETWORK MEMBERS- JUNE 2002

<p><b>ABILENE, TX</b></p> <p>Nonprofit Resource Center P.O. Box 3322 Abilene, TX 79604 (915) 677-8166 FAX: (915) 677-4982 E-mail: nonprofit@wtconnect.com Website: www.nonprofitresourcecenter.com Hours: 8:30 a.m. – 5:00 p.m., M-F Jody Grigsby, Executive Director</p>	<p><b>AUSTIN, TX</b></p> <p>GREENLIGHTS for Nonprofit Success P.O. Box 5809 Austin, TX 78763-5809 (512) 731-1324 FAX: (512) 472-8529 E-mail: edwardd@austingreenlights.org Hours: 9:00 a.m. – 5:00 p.m., M-F Deborah Edward, Ph.D., Executive Director Mike Nellis, Program Director</p>
<p><b>AMARILLO, TX</b></p> <p>Amarillo Area Foundation Nonprofit Services Center 801 South Fillmore, Suite 700 Amarillo, TX 79101-3545 (806) 376-4521 FAX: (806) 373-3656 E-mail: ashley@aaf-hf.org Website: www.aaf-hf.org Hours: 8:30 a.m. – 5:00 p.m., M-F Ashley Allison, Director of Community Services</p>	<p><b>AUSTIN, TX</b></p> <p>Texas C-BAR 2201 Post Road, Ste 104 Austin, TX 78704 (512) 447-7707 FAX (512) 447-3940 E-mail: hway@lact.org Website: www.texas sbar.org Hours: 8:00 a.m. – 5:00 p.m., M-F Heather K. Way, Project Director</p>
<p><b>ARLINGTON, TX</b></p> <p>School of Urban &amp; Public Affairs University of Texas at Arlington P.O. Box 19588 Arlington, TX 76029 (817) 272-3302 FAX: (817) 272-5008 E-mail: Salazar@uta.edu Website: www.uta.edu/supa/03academics/certification Hours: 8:00 a.m. – 5:00 p.m., M-F Guisette Salazar, Ph.D., Assistant Professor</p>	<p><b>AUSTIN, TX</b></p> <p>RGK Center for Philanthropy &amp; Community Service University of Texas at Austin P.O. Box Y Austin, TX 78713 (512) 475-7616 FAX: (512) 232-7063 E-mail: rehnborg@mail.utexas.edu Website: www.serviceleader.org/rgkcenter/index.html Hours: 8:00 a.m. – 5:00 p.m., M-F Sarah Jane Rehnborg, Ph.D., Consultant in Volunteer and Community Service</p>
<p><b>AUSTIN, TX</b></p> <p>The Nonprofit Center 3710 Cedar Street, Suite 130, Box 10 Austin, TX 78705 (512) 451-5315 FAX: (512) 451-0651 E-mail: ljebo@prodigy.net Website: www.main.org/nonprofit/ Hours: 8:00 a.m. – 5:00 p.m., M-F Lois Jebo, Executive Director</p>	<p><b>AUSTIN, TX</b></p> <p>Texas Association of Nonprofit Organizations P.O. Box 12963 Austin, TX 78711 (512) 751-2749 E-mail: anitaprewett@hotmail.com Website: www.tano.org Anita Prewett, Executive Director</p>
<p><b>AUSTIN, TX</b></p> <p>Center for Community-Based &amp; Nonprofit Organizations Austin Community College 5930 Middle Fiskville Rd., Rm. 506.4 Austin, TX 78752 (512) 223-7076 FAX: (512) 223-7895 E-mail: bsilverb@austin.cc.tx.us Website: http://www2.austin.cc.tx.us/npo Hours: 9:00 a.m. – 5:00 p.m., M-F Barry Silverberg, Director</p>	<p><b>BRYAN, TX</b></p> <p>Nonprofit Development Assistance Program United Way of the Brazos Valley 4240 Boonville Road Bryan, TX 77802 (979) 595-1793 FAX (979) 774-9161 E-mail: kparker@uwaybrazos.org Website: www.uwaybrazosvalley.org Kay Parker, Community Outreach Director</p>



<p><b>CORPUS CHRISTI, TX</b></p> <p>Management Assistance Program  Volunteer Center of the Coastal Bend  400 Mann St., Suite 402  Corpus Christi, TX 78401  (361) 887-8282, ext. 11 FAX: (361) 887-8286  E-mail/Gilna: vccb@infi.net  Website: www.callernetwork.com/volctr  Hours: 8:30 a.m. – 4:30 p.m., M-F  Gilna Nance, Executive Director</p>	<p><b>FORT WORTH, TX</b></p> <p>Nonprofit Service Center of Tarrant County  3209 S. University Drive  Fort Worth, TX 76109  (817) 924-5393 FAX: (817) 926-5121  E-mail: nsctc@flash.net  Hours: 9:00 a.m. – 5:00 p.m., M-F  Sterling Lauer, Executive Director  Laurie McCoy, Marketing &amp; Development Assistant</p>
<p><b>DALLAS, TX</b></p> <p>The Center for Nonprofit Management  2900 Live Oak  Dallas, TX 75204-6127  (214) 826-3470 FAX: (214) 821-3845  E-mail: helsell@cnmdallas.org  Website: www.cnmdallas.org  Hours: 8:00 a.m. – 5:00 p.m., M-F  Hedy Helsell, Executive Director, ext. 226  Pat Stewart-Gordon, CFO, ext. 236  Sharon Bailey, Director of Education, ext. 233  Rhonda Pherigo, Director of Consulting, ext. 238</p>	<p><b>FORT WORTH, TX</b></p> <p>Funding Information Center of Fort Worth  329 S. Henderson  Fort Worth, TX 76104  (817) 334-0228 FAX: (817) 334-0167  E-mail: twright@fic-ftw.org  Website: www.fic-ftw.org  Hours: 9:00 a.m. – 4:00 p.m.  Teresa Wright, Executive Director  Nikki Wiley, Administrative Assistant</p>
<p><b>EDINBURG, TX</b></p> <p>Southwest Border Nonprofit Resource Center  University of Texas Pan American  1201 West University Drive  Edinburg, TX 78539-2999  (956) 384-5920 FAX: (956) 384-5922  E-mail: isanchez@panam.edu  Website: http://coserve1.panam.edu/nrc  Hours: 8:00 a.m. – 5:00 p.m., M-F  Irene Sanchez-Casas, Director  Kenan Tas, Nonprofit Development Specialist  Omar Rodriguez, Nonprofit Development Specialist</p>	<p><b>FORT WORTH, TX</b></p> <p>Weaver and Tidwell, L.L.P.  307 West Seventh Street, Suite 1500  Fort Worth, TX 76102  Phone/John Pace, (817) 882-7735  Phone/Robert T. House, CPA, (817) 882-7746  FAX: (817) 429-5936  E-mail: jfp@weaverandtidwell.com  E-mail: rthouse@weaverandtidwell.com  Website: www.weaverandtidwell.com  Hours: 8:00 a.m. – 5:00 p.m., M-F  John F. Pace  Robert T. House, CPA</p>
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<p><b>HOUSTON, TX</b></p> <p>Cultural Arts Council of Houston/Harris County  3201 Allen Parkway  Houston, TX 77019  (713) 527-9330 FAX: (713) 630-5210  E-mail: cheryl@cachh.org  Website: www.cachh.org.web  Hours: 8:30 a.m. – 5:30 p.m., M-F  Cheryl Bowmer, MODE Services Director, ext. 24  Karen Wendler, Interim Director, ext. 22</p>	<p><b>LAREDO, TX</b></p> <p>City of Laredo  Nonprofit Management &amp; Volunteer Center  1120 E. Calton Road  Laredo, TX 78041  (956) 795-2400, ext. 2257 FAX: (956) 795-2403  E-mail: janice@laredolibrary.org  E-mail: homero@laredolibrary.org  Website: www.laredolibrary.org/nonprofit.htm  Hours: 9:00 a.m. – 6:00 p.m., M-F  Janice Weber, Library Director, ext. 2257  Homero Vasquez Garcia, Coordinator/Nonprofit Management Center &amp; Volunteer Center, ext. 2255</p>
<p><b>HOUSTON, TX</b></p> <p>Executive Service Corps of Houston  2630 Fountainview, Suite 428  Houston, TX 77057  (713) 780-2208 FAX (713) 780-7764  E-mail: gmcnutt@eschouston.org  Website: www.eschouston.org  Hours: 8:00 a.m. – 5:00 p.m., M-F  Gayle McNutt, Executive Director</p>	<p><b>LUBBOCK, TX</b></p> <p>Volunteer Center of Lubbock  1706 23<sup>rd</sup> Street, #101  Lubbock, TX 79411-1213  (806) 747-0551 FAX: (806) 747-8640  E-mail: vclubbock@aol.com  Website: www.volunteerlubbock.org  Hours: 8:00 a.m. – 5:00 p.m., M-F  Richard Galle, Executive Director  Tom Williams, Administrative Assistant</p>
<p><b>HOUSTON, TX</b></p> <p>Management Assistance Program  United Way of the Texas Gulf Coast  P.O. Box 924507  Houston, TX 77292  (713) 685-2312 FAX: (713) 685-5575  E-mail: rhagerty@uwtgc.org  Website: www.map-houston.org  Hours: 8:00 a.m. – 5:00 p.m., M-F  Ronnie Hagerty, MAP Director  Russanne Kelley, Manager of Consulting &amp; Training</p>	<p><b>MARBLE FALLS, TX</b></p> <p>The Sheriff Foundation  1800 Mormon Mill  Falls Office Park, A1  Marble Falls, TX 78654  (830) 798-8873 FAX: (830) 798-8543  E-mail: dklaeger@seriff.org  Hours: 8:00 a.m. - 5:00 p.m.  Donna Klaeger, Executive Director</p>
<p><b>JACKSONVILLE, TX</b></p> <p>A Circle of Ten, Inc.  205 E. Commerce, #205  Jacksonville, TX 75766  (903) 541-0013 FAX: (903) 541-0014  E-mail: circleof10@circleof10.org  Website: www.circleof10.org  Hours: 8:00 a.m. – 6:00 p.m., M-F  Kathy Holdway, President  Linda Ann Parker, Vice President</p>	<p><b>MIDLAND, TX</b></p> <p>Nonprofit Management Center of the Permian Basin  550 West Texas, Suite 1260  Midland, TX 79701  Mailing Address: P.O. Box 10424, Midland, 79702  (915) 570-7971 FAX: (915) 498-8999  E-mail: cookiew@pbaf.org  Website: www.nmc-pb.org  Hours: 8:00 a.m. – 5:00 p.m., M-F  Cookie Wetendorf, Director  Kellie Willman, Administrative Assistant</p>

<b>SAN ANGELO, TX</b>  Grant Center for the Concho Valley 2501 W. Avenue N. Mailing Address: P.O. Box 5874 San Angelo, TX 76902 (915) 949-1151 FAX: (915) 942-2023 E-mail: grantcenter@netzero.net Website: www.grantcentercv.org Hours: 9:00 a.m. – 5:00 p.m., M-F Executive Director (Vacant)	<b>TYLER, TX</b>  Nonprofit Development Center United Way of Tyler/Smith County 4000 Southpark, #1200 Tyler, TX 75703 (903) 581-6376, ext. 211...FAX: (903) 581-6462 E-mail: vharvey@uwtyler.org Website: www.uwtyler.org Hours: 8:00 a.m. – 5:00 p.m., M-F Vicki Harvey, Director
<b>SAN ANTONIO, TX</b>  Bridging Our Communities Program University of Texas at San Antonio Department of Public Administration 501 West Durango Blvd. San Antonio, TX 78207-4415 (210) 458-2691 FAX: (210) 458-2536 E-mail: dtynan@utsa.edu Website: www.utsa.edu/boc Hours: 8:00 a.m. – 5:00 p.m., M-F Dennis M. Tynan, Program Coordinator	<b>VICTORIA, TX</b>  Center for Nonprofit Leadership University of Houston at Victoria 3007 N. Ben Wilson Victoria, TX 77901 (361) 570-4296 FAX: (361) 570-4118 E-mail: holmj@vic.uh.edu; E-mail: clodfelters@vic.uh.edu. Website: www.uhv.edu/asa/centernp/cnlprog.htm Hours: 8:00 a.m. – 5:00 p.m., M-F Jim Holm, Ph.D., Director of Community Development
<b>SAN ANTONIO, TX</b>  Executive Service Corps of San Antonio 403 South W.W. White Rd. Ste 330 San Antonio, TX 78219-4249 (210) 337-2988 FAX: (210) 337-2928 E-mail: exesrv@escsa.org Website: www.escsa.org Hours: 8:00 a.m. – 5:00 p.m., M-F Roy P. Hooks, Executive Director	<b>WACO, TX</b>  Baylor University Continuing Education P.O. Box 97362 Waco, TX 76798 (254) 710-3550 FAX: (254) 710-3088 E-mail: Annette_Lindsey@baylor.edu Website: http://www3.baylor.edu/cont_ed/ Hours: 8:00 a.m. – 5:00 p.m., M-F Annette Lindsey, Director
<b>SAN ANTONIO, TX</b>  Nonprofit Resource Center of Texas 7404 Highway 90 West, San Antonio, TX 78205 Mailing address: P.O. Box 15070, SA 78212-8270 (210) 227-4333 FAX: (210) 227-0310 E-mail: flomac@nprc.org Website: www.nprc.org Hours: 8:00 a.m. – 5:00 p.m., M-F Florence Clarke Macdaniel, Executive Director Richard Alvarado, Manager of Consulting Services Judy Windle, Training Manager Ramona Lucius, Manager of Library Services	<b>WICHITA FALLS, TX</b>  Nonprofit Management Center of Wichita Falls 2301 Kell Blvd., Suite 218 Wichita Falls, TX 76308 (940) 322-4961 FAX: (940) 322-4962 E-mail: deedecker@cst.net Hours: 8:30 a.m. – 5:00 p.m., M-F Dee Decker, Executive Director Johnanna Brewer, Administrative Assistant
<b>NETWORK OFFICE</b> Texas Nonprofit Management Assistance Network, Inc. 9901 IH-10 West, Suite 800 San Antonio, TX 78230 (210) 558-2845 FAX: (210) 558-4207 Hours: 8:30 a.m. – 5:00 p.m., M-F E-mail: rmfry@texasnetwork.org Rose Mary Fry, Executive Director	

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## Foundation Center Cooperating Collections in Texas

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The centers listed below are members of the Foundation Center's network. They make private foundation information available to the public as well as provide technical assistance for funding research. Their collections will include many funding directories and other items to make funding research easier including *FC Search: The Foundation Center's Database on CD-ROM* and sets of tax returns (IRS Form 990-PF) for the private foundations located in Texas and/or neighboring states. The centers listed below that have the tax returns are denoted with an asterisk \*. Some of the centers (Abilene, Amarillo, Edinburg, El Paso, Laredo, San Antonio, and Wichita Falls) are also members of the Texas Nonprofit Management Support Network.

### **NONPROFIT RESOURCE CENTER**

Funding Information Library  
500 N. Chestnut, Suite 1634  
Abilene, TX 79604  
(915) 677-8166

### **\*AMARILLO AREA FOUNDATION**

Funding Research and Nonprofit Management Library  
700 First National Place, Suite 700  
801 S. Fillmore  
Amarillo, TX 79101  
(806) 376-4521

### **\*HOGG FOUNDATION FOR MENTAL HEALTH**

Regional Foundation Library  
3001 Lake Austin Blvd.  
Austin, TX 78703  
(512) 471-5041

### **\*BEAUMONT PUBLIC LIBRARY**

801 Pearl Street  
Beaumont, TX 77704  
(409) 838-6606

### **CORPUS CHRISTI PUBLIC LIBRARY**

Funding Information Center  
805 Comanche Street  
Corpus Christi, TX 78401  
(361) 880-7000

### **\*DALLAS PUBLIC LIBRARY**

Urban Information  
1515 Young St.  
Dallas, TX 75201  
(214) 670-1487

**SOUTHWEST BORDER NONPROFIT RESOURCE CENTER**

1201 W. University Dr.  
Edinburg, TX 78539  
(956) 384-5920

**UNIVERSITY OF TEXAS AT EL PASO**

Community Non-Profit Grant Library  
500 W. University, Benedict Hall, Room 103  
El Paso, TX 79968  
(915) 747-7969

**\*FUNDING INFORMATION CENTER OF FORT WORTH**

329 S. Henderson  
Fort Worth, TX 76104  
(817) 334-0228

**HOUSTON PUBLIC LIBRARY**

Bibliographic Information Center  
500 McKinney  
Houston, TX 77002  
(832) 393-1313

**NONPROFIT MANAGEMENT AND VOLUNTEER CENTER**

Laredo Public Library  
1120 East Calton Road  
Laredo, TX 78041  
(956) 795-2400

**LONGVIEW PUBLIC LIBRARY**

222 W. Cotton St.  
Longview, TX 75601  
(903) 237-1352

**LUBBOCK AREA FOUNDATION, INC.**

1655 Main St., Suite 209  
Lubbock, TX 79401  
(806) 762-8061

**\*NONPROFIT RESOURCE CENTER OF TEXAS**

7404 Highway 90 West  
San Antonio, TX 78212  
(210) 227-4333

**WACO-McLENNAN COUNTY LIBRARY**

1717 Austin Ave.  
Waco, TX 76701  
(254) 750-5941

**NONPROFIT MANAGEMENT CENTER OF WICHITA FALLS**

2301 Kell Blvd., Suite 218  
Wichita Falls, TX 76308  
(940) 322-4961



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